# Ogden Air Logistics Center
# OO-ALC

# Business Opportunities

Phil Edmunds

# *Overview*

Who we are?

How we buy?

Where's my market?

I'm the government and…

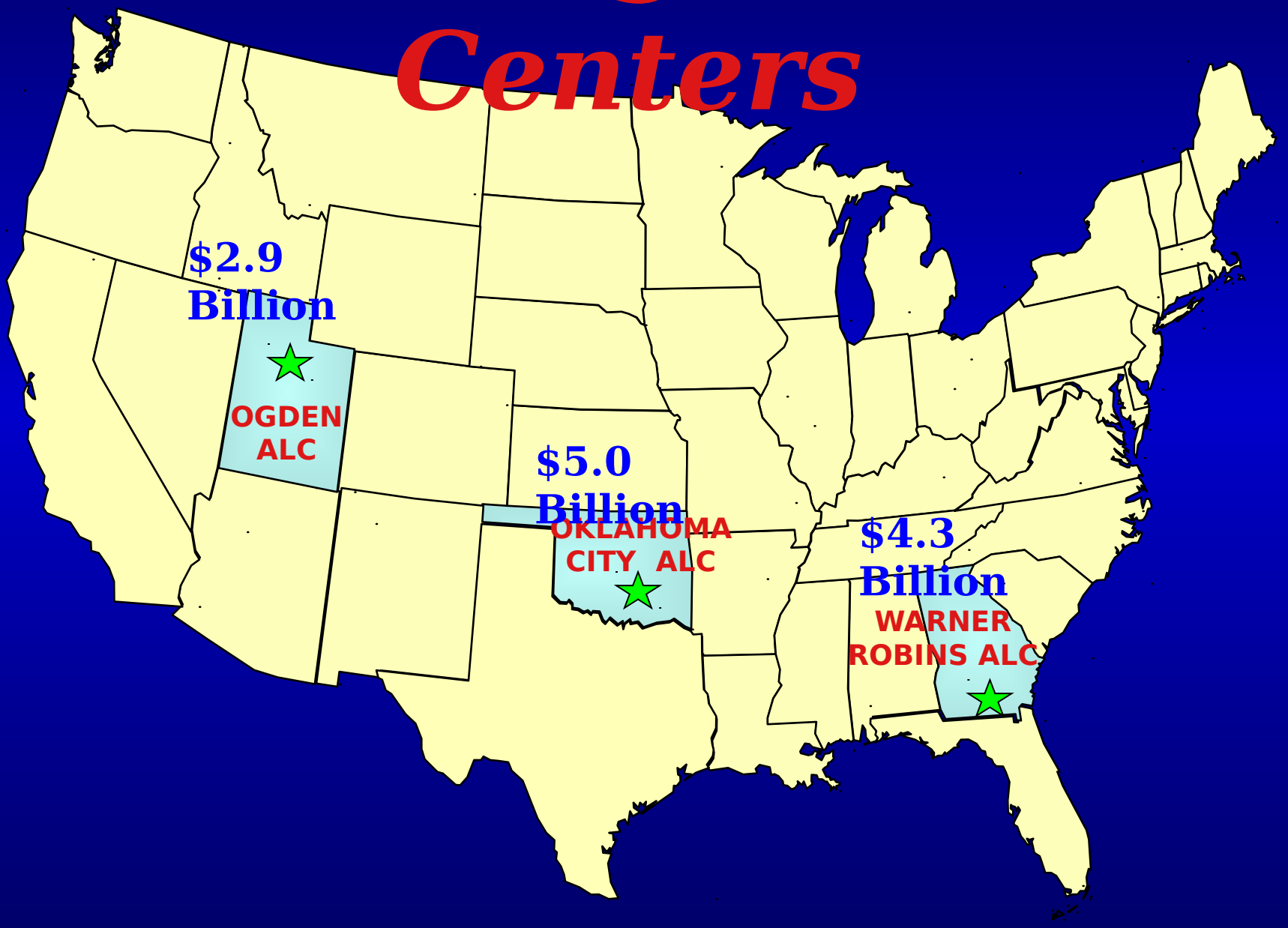
I'm here to help!!!

# *Air Logistics Center (ALC)*

**Overhaul**
**Repair**
**Modification**
**Purchase spare parts**

**“Maintenance Depot”**

# Air Logistics Centers



# Ogden ALC

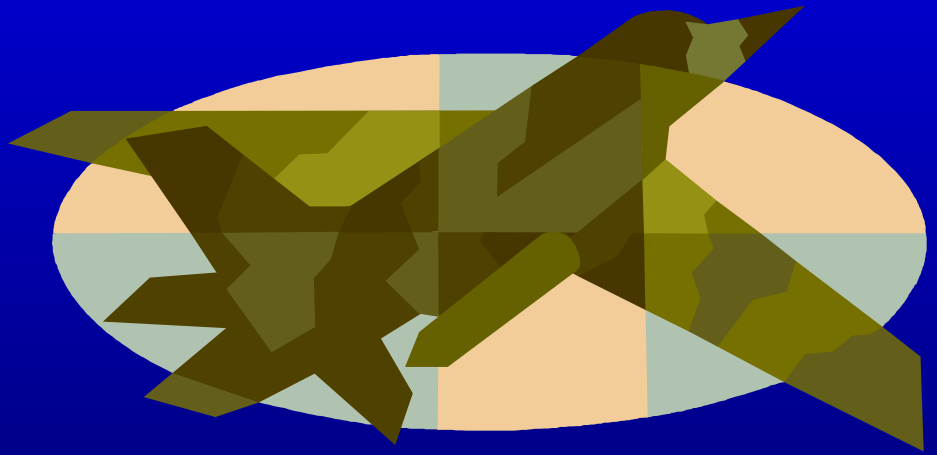
- **Aircraft**
  - A-10 Thunderbolt
  - F-16 Fighting Falcon
  - F-22 Raptor
  - F-117 Nighthawk
  - Mature and Proven Aircraft

- **Missiles**
  - Minuteman
  - Peacekeeper
  - Maverick

- **Commodities**
  - Landing Gear, Wheels, Brakes
  - Gas Turbine Engines / External Fuel Tanks
  - Simulators / Training Devices
  - Airmunitions / Guided Bombs
  - Photonic Imaging / Reconnaissance

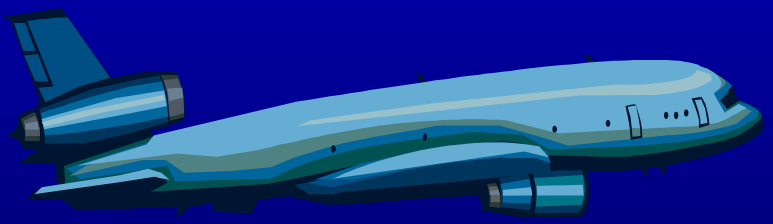
# Oklahoma City ALC

- **Aircraft**
  - B-1B Lancer
  - B-2 Spirit
  - B-52 Stratofortress
  - C/KC-135 Stratotanker
  - E-3 Sentry
- **Missiles**
  - Cruise
  - SRAM
  - Harpoon
- **Commodities**
  - Aircraft and Missile Engi



# Warner Robins ALC

- **Aircraft**
  - F-15 Eagles
  - C-5 Galaxy
  - C-17 Globemaster
  - C-130 Hercules
  - C-141 Starlifter
  - U-2 Dragon Lady
  - H-1 Huey
  - H-53 Pave Low
  - H-60 Jayhawk



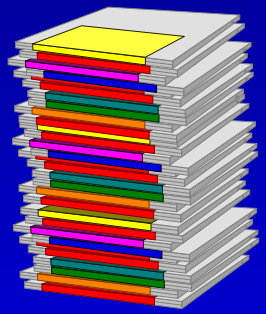
- **Missiles**
  - AMRAAM
  - Sidewinder
  - Shrike
  - Harm
  - Sparrow

- **Commodities**
  - Electronic Warfare Systems
  - Ground Equipment
  - NAVSTAR
  - Aircraft Guns
  - Special Operations

# *Procurement Types*

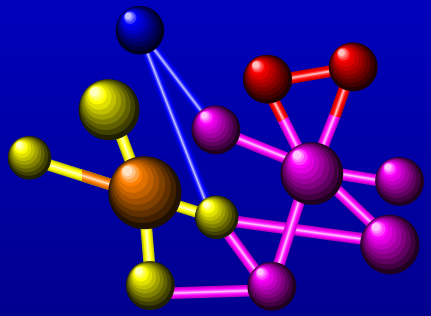
- **Open Competition**
- **Prequalification**

# *Screening Process*



**Data**

**Criticality**



**Complexity**

# *Open Competition*

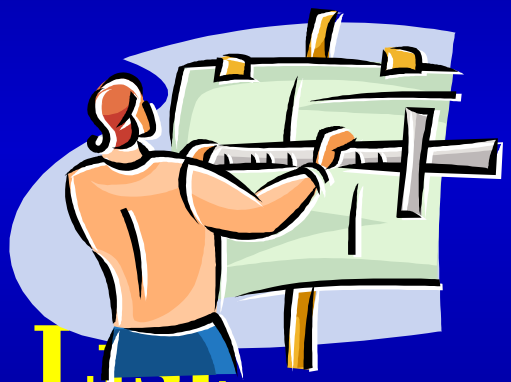
- **Data available, non-complex, and non-critical**

- **No Approved Source List**
- **No prequalification**

**"Set-Aside heaven"**

# *Prequalification*

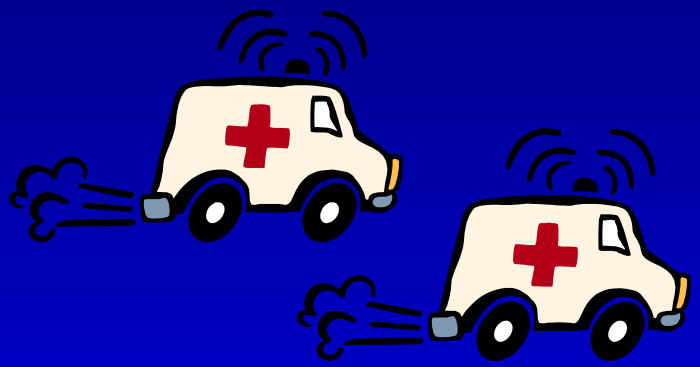
- **No data available, complex, or critical**



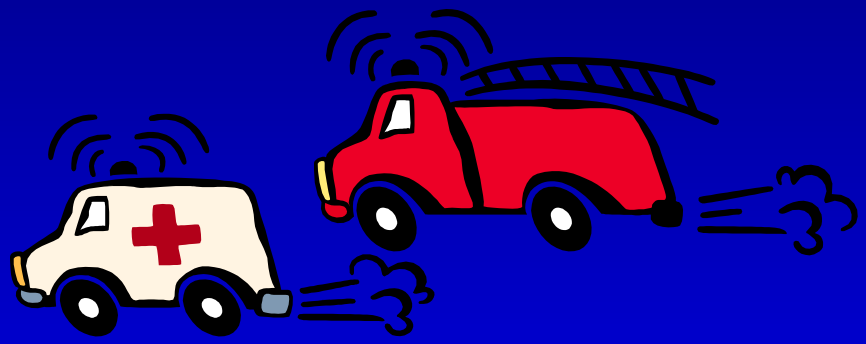
- **Yes prequalification**
- **Yes Approved Source List**

**"Set-Asides still possible"**

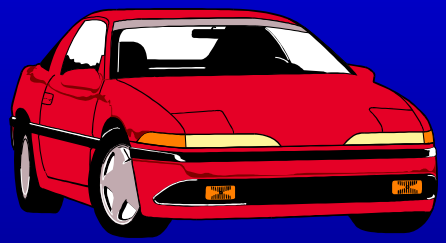
# Prequalification Methods



Same



Similar



New

**Reverse engineer, make and test (RPPOB)

# *Market Strategy*

| Potential | - | Approval | = | Payback |
|---|---|---|---|---|
| History | | Same | | Items |
| Projecti on | | Similar | | of |
| | | New | | Interes t |
| System | | | | |

# FedBizOpps (www.fbo.gov)

**Find Opportunities (Start researching now)**

**Specific Agency Office Location:**

**Dept of the Air Force / AFMC**

**Office Location of Selected Agencies:**

**OC-ALC (Tinker)**

**OO-ALC (Hill)**

**WR-ALC (Robins)**

**Classification Code**

**or Posted Date**

*** Technical data packages are also posted here**

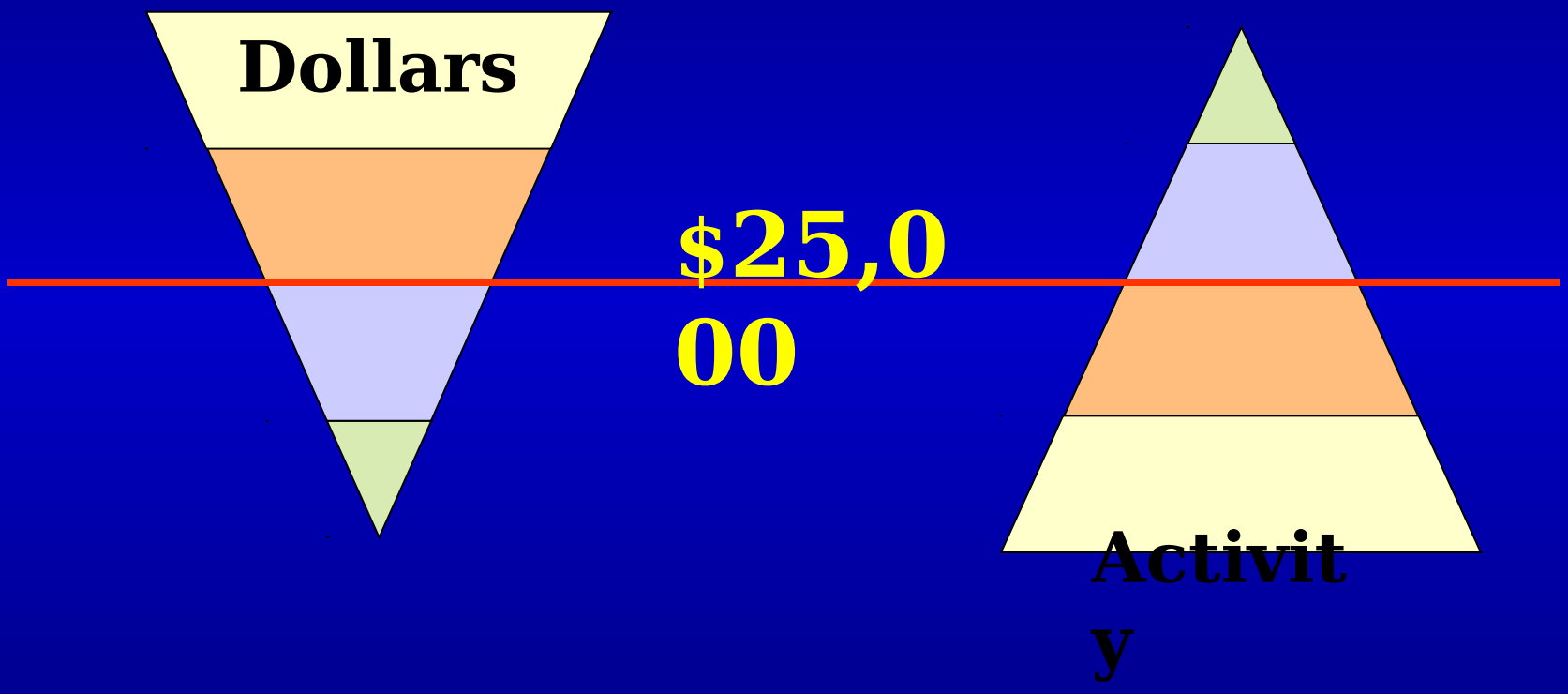
# Refine Your Market

| REQUEST FOR QUOTATION | | |
|---|---|---|
| REQUEST NO<br>FA8203-06-Q-3009 | DATE ISSUED<br>18 JAN 2006 | REQUISITION/PURCHASE REQUEST NO.<br>FD20200670454 |

ISSUED BY
DEPARTMENT OF THE AIR FORCE, 84 COMBAT SUSTAINMENT WING
84 CSUG/PK
6050 GUM LANE BLDG 1215
HILL AIR FORCE BASE UT 84056-5825
BUYER: Sean M. Jones/84 CSUG/PK
sean.jones@hill.af.mil
Phone: (801)777-5373 Fax: (801)777-5805 No Collect Calls

| SUPPLIES OR SERVICES AND PRICES/COSTS | | | |
|---|---|---|---|
| Item No.<br>0001 | | | |
| | NSN: 1630-00-103-7025LE | | |
| | DRIVE KEY,DISK BRAK | | |
| | Dim: .075” X 5.0” steel. | | |
| | | | |

# What Am I Seeing




**Required advertising threshold**

# Small Business & Source Development Specialist

# *We Can Help*

- **Process source approval requests**
- **Provide market knowledge**
- **Sell and loan parts**
- **Oversee Small Business Goals**

# Set-Asides

**Reasonable expectations of two or more responsive, responsible contractors offering a fair market price.**

- **Small Business**
- **HUB Zone**
- **Woman Owned (limited)**
- **Service Disabled Veteran**
- **Section 8(a)**

**Small Business Specialists review purchase requests over $10,000 for candidates**

# Other Good Web Sites

- **www.selltoairforce.org**
  **(Includes Small Business Learning Center)**
- **www.dla.mil/db/procurem.htm**
  **(Index of PTAC's)**
- **www.rpow.wpafb.af.mil**
  **(ALC buy projections)**
- **farsite.hill.af.mil**
  **(Contracting Laboratory)**

# OO-ALC/SB

Phil Edmunds
801-777-9993

phil.edmunds@hill.af.mil